



POŽÁRNÍ BEZPEČNOST

hasičská a záchranářská technika, výzbroj a výstroj



*„We serve those
who protect lives,
well-being and
property of others.“*

COMPANY PROFILE

2006 - 2022



FOREWORD OF THE OWNER OF THE COMPANY

Dear business partners, friends,
ever since it's foundation in 2005, Pozarni bezpečnost (Fire security) company has been a strong and stable partner for both volunteer and professional firemen, organisations, business entities, entrepreneurs and common citizens.

Pozarni bezpečnost company has been established in close cooperation with volunteer firemen especially from the Vysocina County to offer them the high quality goods and service for a reasonable price as well as both financial and material benefits. I am sure that we are succesfull in meeting this goal. Between years 2006 and 2022 we have contributed to the volunteer firemen both financially and materially more than 812,500 € and I consider this ammount to be very significant.

With eight stores, an e-shop and a group of sales representatives we offer the most dense network of coverage in the business throughout the Czech market. We are one the most significant suppliers of firefighting equipment firefighter engines and firefighter transport vehicles that we have supplied more than 100 between 2016 and 2022.

In addition to our retail and wholesale trade activities we provide high-level services in the field of fire protection and occupational health and safety. The servicing branch of the company focuses on repairs and revisions of stable and portable fire extinguishers, hydrants and other fire security devices. For all of this we use advanced equipment in which we invest on regular basis. Our specialists are regularly trained experts with broad experience in the field of fire protection. All of our services are being conducted according to valid legal framework. We posses all required licences, certificates and authorisations.

In 2017 our company has established the most important business partnership in it's history. The partnership is the exclusive business representation in the Czech market of world's leader in firefighting products – Rosenbauer International company. Rosenbauer company is seated in austrian city of Leonding. This cooperation opens new possibilities and markets, it helps our company to grow and develop it's capabilities and further strenghtens our market leadership.

This brochure named „Pozarni bezpečnost ltd.: company profile 2006 – 2022“ sums up the achievements that we were able to earn in cooperation with our partners. And to those who we are honored to meet for the first time it offers the basic information about the company, business, strenghts, background, facilities and economic figures.

Please also allow me to thank to our partners, to the team of our employees and to other collaborators of Pozarni bezpečnost company, because without their support we could not keep on developing our business. I am proud of the successes what we were able to achieve together.



Robert Váral
the owner of the company

Sincere thanks to you
Robert Váral



RETAIL ACTIVITIES

Pozarni bezpecnost company is the major Czech retailer with equipment, gear and accessories for firefighters and rescuers. We are a partner to both professional and volunteer firemen for whom we secure complex servicing, repairs and renovation of firefighter equipment.

Our sales portfolio consists of:

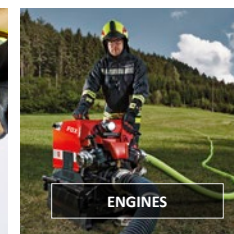
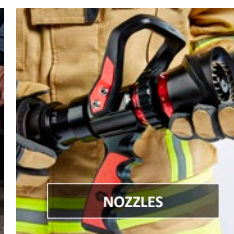
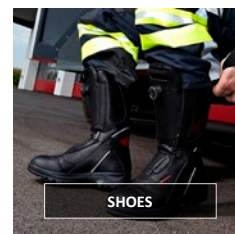
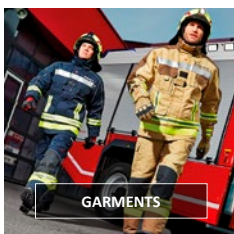
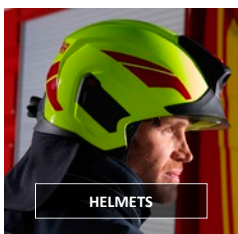
- equipment, gear and accessories for both professional and volunteer firemen
- firesport equipment
- fire security equipment
- spare parts for firesport engines
- firefighter vehicles and special equipment such as fire engines etc.

All of our employees are regularly trained professionals with broad experience. All of our goods can be tried out either in our stores, while meeting our sales representatives or on our online store www.vyzbrojna.com. Service level of our business is determined by maximum availability of our products, therefore we have the majority of the items in stock or at our disposal in very short delivery times. We are a dealer of products manufactured by elite domestic and foreign manufacturers and we sell for their prices.

Here is a brief overview of our product portfolio:

- fire extinguishers, hydrants and accessories
- fire resistant door, windows and walls; fire and smoke detectors and alarms
- warning signs and stickers, luminous markings, warning tapes
- books, ledgers, specialised literature
- fittings, clamps, connections, reductions, strainers, dividers, admixers, sealings
- hoses and suction hoses – attack, hydrant, industrial, sport, for explosive environment
- streamline nozzles – attack, sport, hydrant
- turnout gear, apparel, footwear, gloves – uniforms, working, heat resistant, chemical resistant, cut resistant, special
- helmets – attack, safety, wildlands, working, rescue, for firesport, replicas
- water pumps, trash pumps, floating pumps, turbine pumps, pressure pumps
- power generators – industrial, compact, portable, stable, special
- dryers, ventilators
- fire engines, spare parts – new, refurbished; repairs, rebuilding
- rescue equipment, rescue gear, rescue tools
- ladders, ropes, belts, inflatable and motor boats
- first aid – kits, cases, medipacks, stretchers, fixation, defibrilators
- torches, lighting – portable, for helmets, poles, balloons, wiring
- warning and alarm devices – beacons, light ramps, sirens, flashlights
- alarms and detectors – fire alarms, gas detection, alcohol testers
- breathing apparatuses, radios, communication
- extinguishers, sorbents, crash kits, marking
- gifts and accessories, cups, diplomas
- complete range of equipment for firesport

- sold for producer's prices
- wide range of clothing sizes
- large stock
- short delivery times



EXCLUSIVE SALES REPRESENTATION OF ROSENBAUER FOR CZECH MARKET

Pozarni bezpecnost ltd. signed an agreement of exclusive sales representation of Rosenbauer International company for the Czech market in 2017. Rosenbauer company was established in 1866 by Johann Rosenbauer. It is a family owned business that has been serving firefighter units for six generations. The company celebrated it's 150th anniversary in 2016. Strong aim at customer needs, innovative strenght and reliability are key assets of the company. Rosenbauer International which is based in austrian Leonding belongs among worldwide leaders in firefighting technology. The annual turnover in 2016 of Rosenbauer company exceeded 1 billion EUR.

Rosenbauer assets are mainly:

- complex coverage of firefighter's services
- world's biggest firefighting vehicles exporter
- offers the widest sales and support services in firefighting industry
- produces according to DIN and NFPA (US) standards with manufactures in Europe, Northern America and Asia
- world's leader in industrial technologies and innovations

Firefighting vehicles Rosenbauer

In year 2022 Rosenbauer branches supplied 3,000 firefighting vehicles in these basic cathegories:

- **AT vehicles (car tankers)**
more than 3,600 pieces manufactured by Rosenbauer; they set up the new standard of these vehicles
- **Industrial vehicles**
efficient pumps in combination with admixer systems, high-volume car tankers, powder extiguishing systems, CO₂ systems
- **Airport special vehicles**
designed especially for firefighting at airports, manufactured according to the most strict safety standards, all of vehicles's innovative assets are adjusted according to customer requirements
- **Car ladders, platforms**
top-class technology used that takes advantage of all the professional knowledge of the company as a world leader in car platform technology



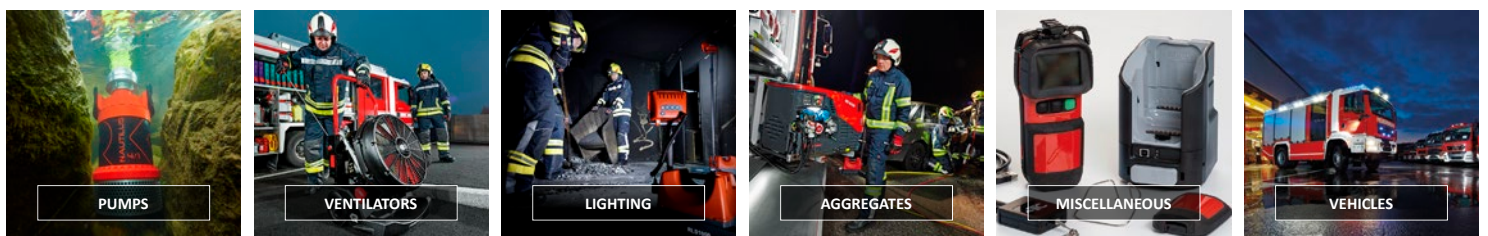
Firefighting equipment:

- helmets
- garments
- gloves
- shoes
- nozzles
- engines
- pumps
- ventilators
- lighting
- aggregates
- vehicles
- spare parts

The references:

- Airport special vehicles PANTHER for airports Bratislava and Poprad (Slovakia 2022)
- platform B60 ROSENBAUER for Škoda Auto automotive Mladá Boleslav (2018)
- KHA 60/8000/4000/1000 HRET MAN TGS 41.500 8x4 ROSENBAUER CBS for Orlen Unipetrol Litvínov (2020)
- CAS 30/2400/1000/180 MAN TGM 18.320 4x2 ROSENBAUER AT for Bosch Diesel Jihlava (2021)

Pozarni bezpecnost ltd. offers complete portfolio of Rosenbauer products in the Czech market.



TRANSPORT VEHICLES FOR FIREFIGHTERS

Along with subsidies for Czech municipalities to purchase type L1Z transport vehicles for their firefighter squads our company started to supply these vehicles according to the specification of Supreme Headquarters of Fire Rescue Service of the Czech Republic. For all of the vehicles we have secured the certification of Czech Technical Office of Fire Protection (TUPO). Thus we state that our company is ready to meet all requirements to be a supplier that takes part in official public tenders and we are ready to prove the fact by handing out all required documents. Between 2016 and 2022 we have supplied more than 100 of these transport vehicles.

Currently we supply following models of transport vehicles:

- Ford Transit Kombi L2 350 Trend 2.0 TDCi, 4x2
- Ford Transit Custom 340 Trend 2.0 TDCi, 4x2
- Mercedes-Benz Sprinter 316 CDI KB/S 4x2
- Mercedes-Benz Sprinter 316 CDI KB/S 4x4
- Volkswagen Crafter 6G FWD SR 130 kW, 4x4

For a quotation or additional info please contact us on e-mail: poptavky@vyzbrojna.cz. You could also talk to our sales representatives who will provide you all the required information. All relevant contacts can be found on our webpage in section „Contacts“. We also provide consultations and expertise for tenderers.

All the models including technical data sheets can be found at our webpage and there is also a blank price offer for each model. The vehicles are also parked at Jihlava company headquarters where you can inspect them personally.

It is also possible to supply accessories for these vehicles according to customer specification. E.g. cargo carts, extinguishing carts etc., specific info will be provided by our sales representatives. We are authorised by Ministry of Transportation to sell these particular types of vehicles.





SERVICES

Despite its wholesale and retail aim the Pozarni bezpecnost company is also a significant supplier of the services in the field of Fire Security (FS) and Occupational Health and Safety (OSH) **for businesses, entrepreneurs and general members of the public.** All the services are provided following contemporary legal framework by the authorised and licensed staff. The company is a member of various expert and professional associations, e.g. The Professional Fire Protection Association of the Czech Republic. The detailed list of these associations as well as corresponding certificates, authorisations and proficiency lists can be accessed via our webpage in the Services section.

Fire security (FS) and Occupational safety and health (OSH) outsourcing:

- complex service in the field of Fire security (FS) and Occupational safety and health (OSH)
- personnel professionally qualified in Fire security (FS), fire security preventives
- fire security documentation
- firefighting documentation
- fire security and the corresponding technology evaluation
- person professionally qualified in risk prevention concerning Occupational safety and health (OSH)
- occupational safety and health documentation
- training of employees and managers in fire security and occupational safety and health
- expert training for employees – members of fire watch and fire security preventivist
- advisory and consulting in the Fire security (FS) and Occupational safety and health (OSH)
- projects of safety marking including the supply and installation of safety labels (escape routes, bans, orders etc.)
- effective and economic removing of defects identified by government and control authorities
- economic projects with effective selection of fire security elements
- elaboration of documents and inspection reports for building approvals

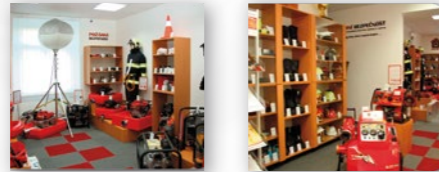
Repairs and servicing:

- examinations, repairs and assembly of portable and mobile fire extinguishers and extinguishing systems
- examinations, repairs and assembly of hydrants and other devices for the emergency supply of water
- installation, repairs and replacing of underground and elevated hydrants and hydrant systems
- examination and repairs of fire shutters, fire plugs, caps, seals, walls and doors, fire hatches
- projects, installation and examination of selected elements of fire safety of buildings and fire safety equipment
- examination and inspection of specific pressure equipment and regular examination of gas containers and vessels

The references

We are a certified supplier in the field of Fire protection and Occupation health and safety. Just in 2022 we have provided services to more than 7,500 different subjects.





Pikovická 870/7, Praha 147 00
tel.: 244 462 015
cell: 725 027 772
e-mail: praha@vyzbrojna.cz

PRAHA 4 - BRANÍK



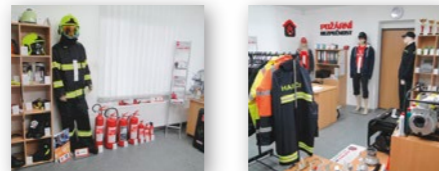
Královský vršek 42, Jihlava 586 01
tel.: 567 304 242
cell: 606 934 924
e-mail: jihlava@vyzbrojna.cz

JIHLAVA - HEADQUARTERS AND SHOWROOM



Lidická 1043, Havlíčkův Brod 580 01
tel.: 569 421 101
cell: 607 869 191
e-mail: havlbrod@vyzbrojna.cz

HAVLÍČKŮV BROD



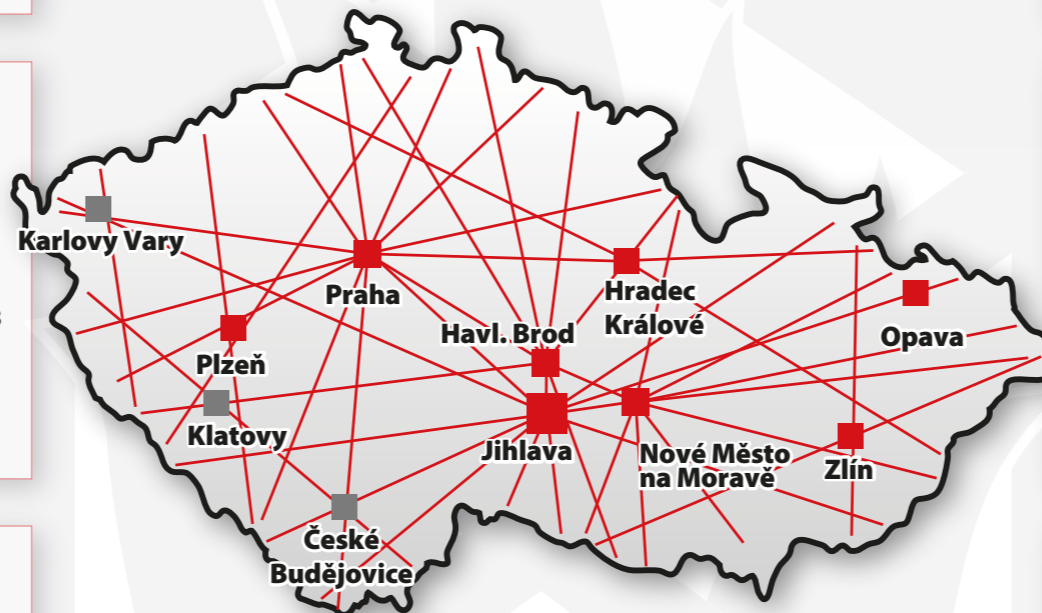
**Hřbitovní 1463/31b,
Plzeň 4 - Doubravka 312 00, areál ELFETEX**
cell: 602 662 279
cell: 725 580 143
e-mail: plzen@vyzbrojna.cz

PLZEŇ



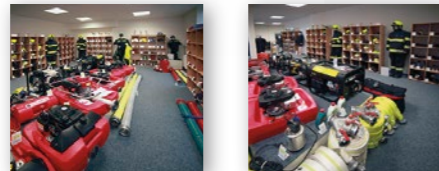
OUR CZECH BUSINESS NETWORK

POŽÁRNÍ BEZPEČNOST
hasičská a záchranářská technika, výstroj a výstroj



Školní 448, Nové Město na Moravě 592 31
tel.: 566 618 555
cell: 607 788 610
e-mail: novemesto@vyzbrojna.cz

NOVÉ MĚSTO NA MORAVĚ



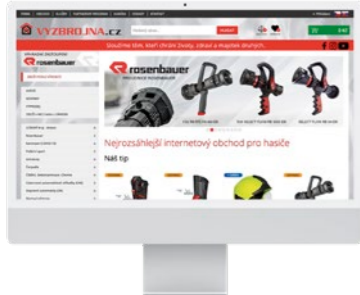
Zemědělská 909/2, Hradec Králové 500 03
tel.: 495 407 431
cell: 724 715 136
cell: 702 128 181
e-mail: hradec@vyzbrojna.cz

HRADEC KRÁLOVÉ



**tř. Tomáše Bati 283, 763 02 Zlín-Louky
(ZLINER area)**
tel.: 577 105 927
cell: 723 490 890
e-mail: zlin@vyzbrojna.cz

ZLÍN



www.vyzbrojna.com

- widest range of goods available
- can be sent via post service or collected at any store
- partnership programme with rewards
- comprehensive information, reviews

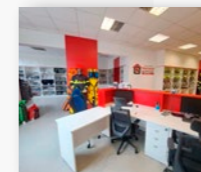
E-SHOP

SALES REPRESENTATIVE FOR PILSEN COUNTY

Jiří VOLEJNÍK
cell: +420 724 094 592
e-mail: j.volejnik@seznam.cz

DIVISION ROSENBAUER

Jiří Mlateček - division leader
cell: +420 607 022 089
e-mail: mlatecek@vyzbrojna.cz
Jaroslav Salcer
cell: +420 602 144 065
e-mail: salcer@vyzbrojna.cz



Jaselská 31, Opava 746 01
tel.: 553 732 151
cell: 602 288 457
e-mail: opava@vyzbrojna.cz

OPAVA

THE TEAM

There are currently employed more than 40 core employees and external cooperators in the Pozarni bezpecnost company. More than half of our staff are members of various volunteer firefighter squads so they are very close to our business even in their personal lives. And one could say that their work is also their hobby. Many of our employees have vast experience of more than 25 years in the field of firefighting and fire protection.

In 2022 Pozarni bezpecnost company strenghted it's business branch that aims at special tenders so we can keep up with still increasing interest of our customers and business partners, we also had to reflect a new partnership with Rosenbauer company. We further increase our ranks in our shops to offer to the customer higher levels of customer service.

The most of our employees are mobile, therefore according to our customer needs we are ready to offer to the customers solutions that také place not only in our showrooms, but also directly where customers need us to be.



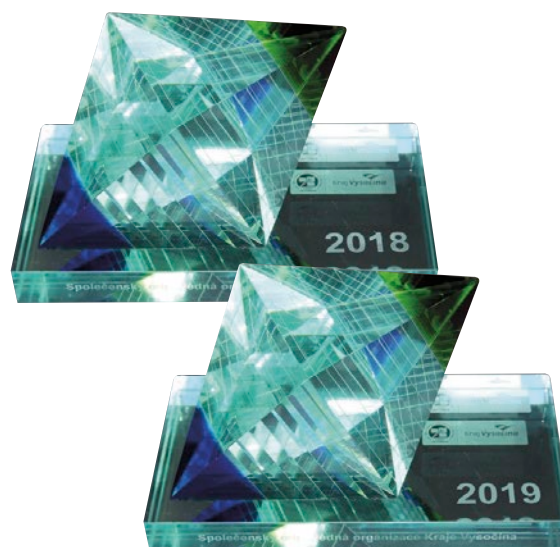
Complete list of references can be found on webpages www.vyzbrojna.com, section „Contacts“.

Award for social responsibility

We have been awarded Regional Council Presidential Award for social responsibility, 1st place in 2018 and 1st place in 2019.



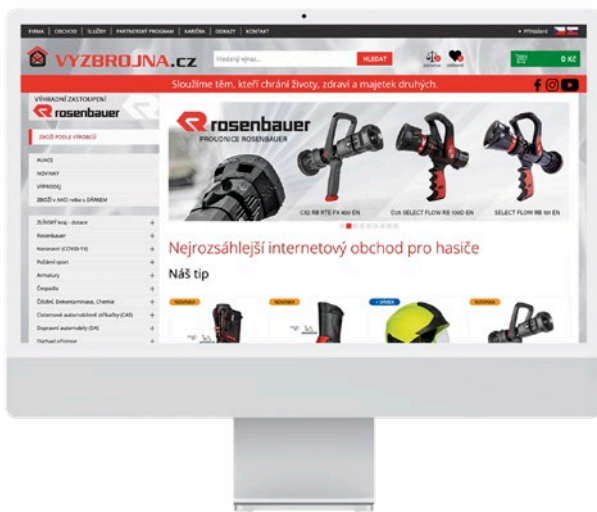
MD Jiří Běhounek, regional council president of Vysočina Region awarding Mr. Robert Váral





INTERNET STORE (E-SHOP)

Our webpage can be found at www.vyzbrojna.com. There we also run the internet store that is currently the largest firefighter equipment internet store on the Czech market.



www.vyzbrojna.com

- widest range of goods available
- can be sent via post service or collected at any store
- partnership programme with rewards
- comprehensive information, reviews

Vyzbrojna.com also serves as czech **largest online firefighter equipment database**, where all of the items can be closely inspected, the parameters can be compared, individual price offers can be draft or if you have some specific questions, you can ask our specialists. We keep on improving the quality of our internet store, mainly based on the feedback of our customers. The authentic feedback is publicly visible at Heureka.cz on-line evaluation site.

Our regular customers can join the **bonus programme** and for their purchases receive interesting gifts. More info on this programme can be found at www.rajhasicu.cz.

For our business partners we have set-up the special **B2B purchasing module** that is included in the website so these customers have access to their specific pricelists, can overview the history of purchase orders, can download the electronic invoices, can access the purchase data as a supervisor and other useful features.

Last but not least there is a **Service center of Fire security (FS) and Occupational safety and health (OSH) outsourcing** available to our customers. There our clients have on-line access to their documentation and other data that we have provided the customer with.

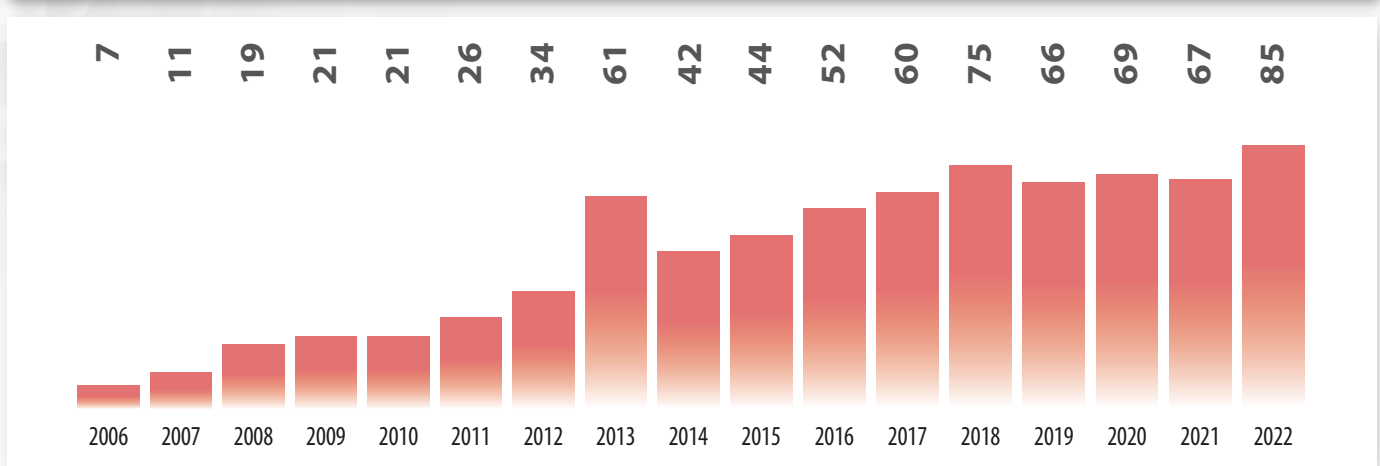
VISITORS AND TURNOVER OF INTERNET STORE VYZBROJNA.COM

YEAR	2015	2016	2017	2018	2019	2020	2021	2022
UNIQUE VISITORS	259 627	302 402	300 288	267 254	260 471	290 910	260 000	293 000
TURNOVER	277,000 EUR	357,000 EUR	408,000 EUR	435,000 EUR	514,902 EUR	613,500 EUR	676,000 EUR	825,000 EUR

PARTNERSHIP PROGRAMME AND SPONSORING

Due to our close cooperation with our business partners, our relationship with them is much more than just a business relationship. Moreover, we support mainly volunteer firemen (but also other business partners) with discounts, sponsorships, gifts and lending out inflatable castles for children. Our employees take part both actively and pasively in firefighter competitions. We are a partner for cultural and social events – for example the firefighter beauty contest MISS Firefighter or the exhibition of fire engines PYROCAR. All of our sponsorship is available mainly to our coloborating firemen – those, who purchase their equipment from Pozarni bezpecnost company.

FINANCIAL SUPPORT FOR FIREMEN



financial data are noted in thousands EUR

The sponsorship activities of our company have exceeded 60,000 Euros annually during the last 3 years. Financially we support an entertaining programme of the singing firefighter Dan Moravsky – more infromation on this programme can be found at www.zpivajcihasic.cz.



For various social event as kids days, firefighter squad parties and celebrations etc. the Pozarni bezpecnost company lends inflatable bouncy castles for children to the firemen who are our customers. We have at our disposal one big and several smaller bouncy castles (one at every Pozarni bezpecnost store).

We support firefighter sport.



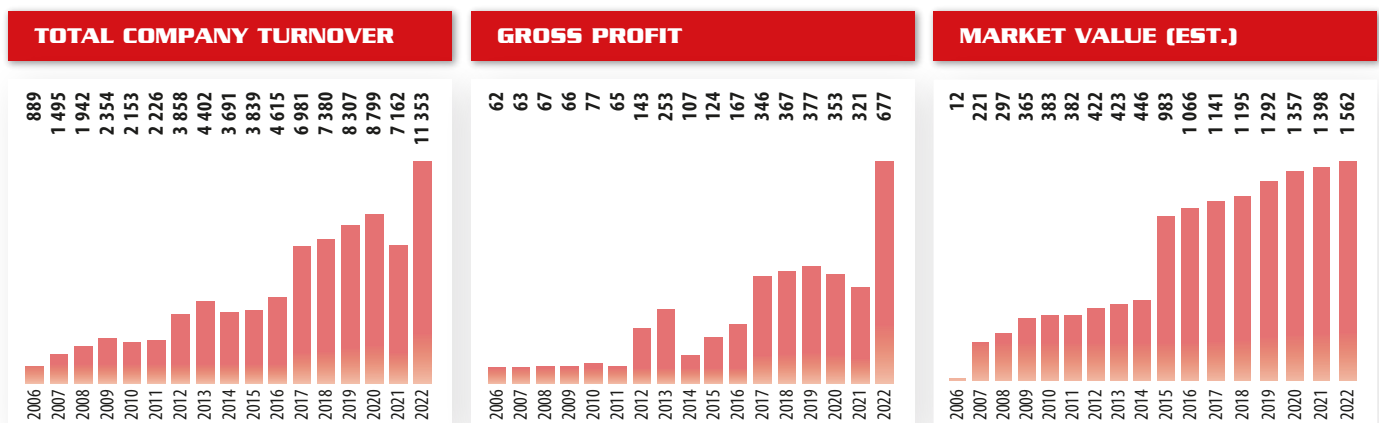


FINANCIAL RESULTS

We are proud of the fact that we offer a strong support for our customers and we are a solid partner to them. To achieve this goal our company needs to keep on thriving and be financially stable. Here is a simplified overview on the company's recent economical development in last 10 years.

FINANCIAL DATA	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
TURNOVER - MERCHANDISE	3 884	3 204	3 342	4 135	6 312	6 706	7 718	8 107	6 441	10 483
TURNOVER - SERVICES	499	458	471	459	598	576	562	593	597	765
TURNOVER - OTHER	19	30	25	21	71	98	28	99	124	104
TURNOVER - TOTAL	4 402	3 691	3 839	4 615	6 981	7 380	8 307	8 799	7 162	11 353
INVESTMENTS	46	89	574	83	108	111	94	111	115	119
MARKETING COSTS	81	82	81	89	100	126	124	73	80	118
SUPPORT FOR FIREMEN	61	60	44	51	62	75	66	69	66	85
MARKET VALUE	423	446	983	1 066	1 141	1 195	1 292	1 357	1 398	1 562
NO. OF EMPLOYEES	32	31	31	30	35	35	35	38	40	40
NO. OF STORES	9	9	9	9	8	8	8	8	8	8
GROSS PROFIT	253	107	124	167	346	367	377	353	321	677

financial data are noted in thousands EUR



We have had our Financial statements audited, it can be found online, we also cite the auditor verdict:

„Based on our opinion the Financial statements offer a true and fair overview on the assets and liabilities of Požární bezpečnost Ltd. as of 31st May 2022 and it's revenues and costs and economical results for the year ending on 31st May 2022 and the statement is consistent with Czech accounting standards (sentence without any reservations).“

Audit company:

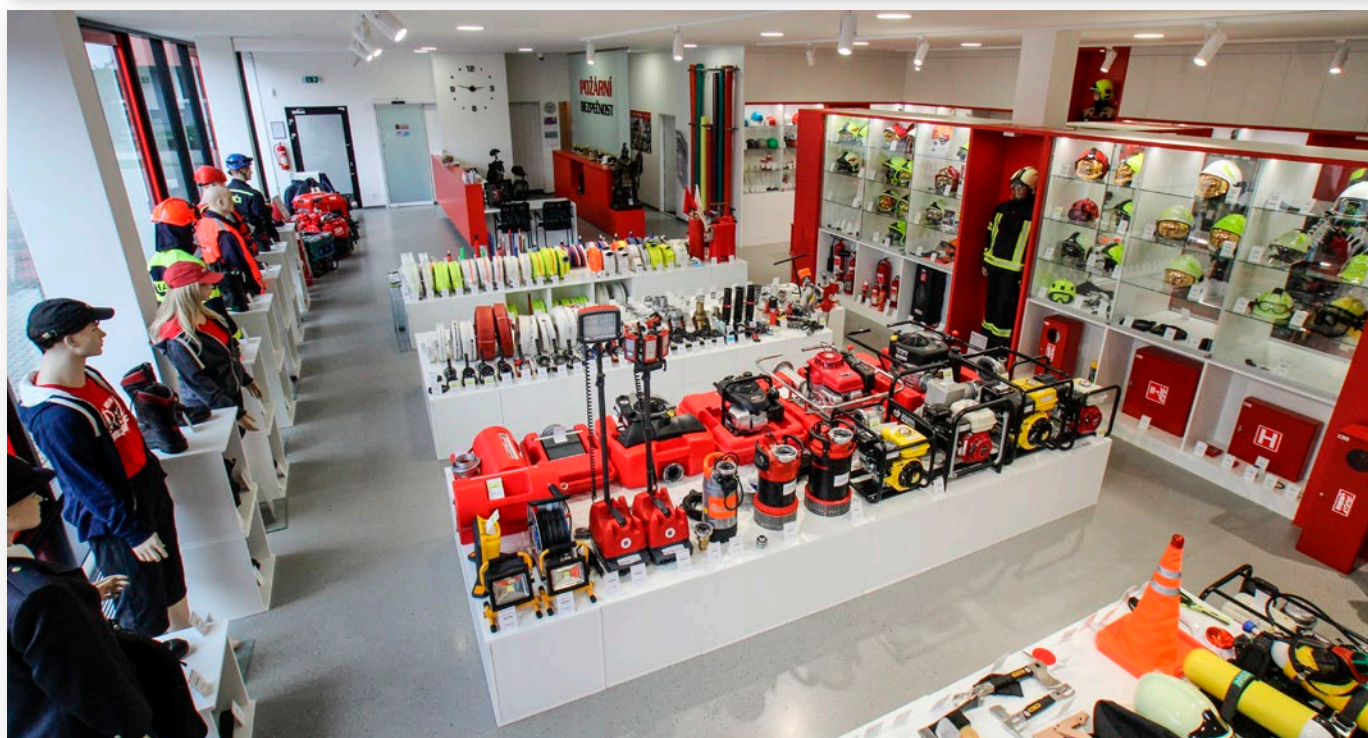
A.C.A. Audit, s.r.o.
Smetanova 34, 591 01 Žďár nad Sázavou 1
certificate no. 257 Czech Audit Chamber

Auditor: Ing. Alena Michálková
certificate no. 1544
Czech Audit Chamber

COMPANY HEADQUARTERS - JIHLAVA



SHOWROOM - JIHLAVA



WWW.VYZBROJNA.COM



POŽÁRNÍ BEZPEČNOST
hasičská a záchranářská technika, výzbroj a výstroj

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Taxpayer ID: CZ 276 60 940

